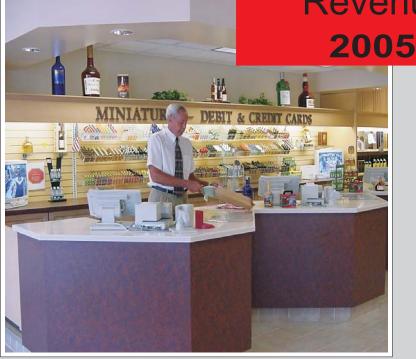
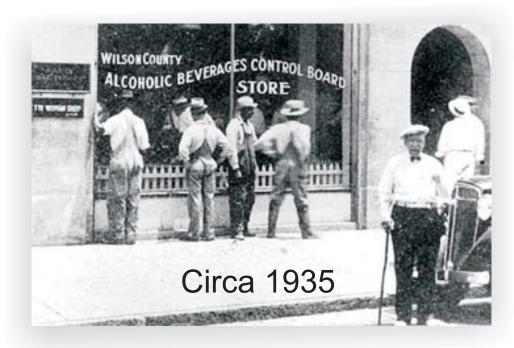


North Carolina
Alcoholic
Beverage
Control

1935
RECOGNIZING
70 YEARS

Control
Service
Revenue





2005 North Carolina

Douglas A. Fox Chairman

Michael C. Herring Administrator

Designed and Produced by: Danny Sellers Director of Education

Written by: ABC Commission Staff



North Carolina Alcoholic Beverage Control Commission FY05 Annual Report



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Letter from the Chairman



October 15, 2005

Douglas A. Fox Chairman

Quality Control and Service

In 1933, following passage of the 21st Amendment to the U.S. Constitution repealing Prohibition, North Carolina voted to permit the sale of alcoholic beverages under local control. In 1935, the first county owned and operated Alcohol Beverage Control (ABC) store was opened in Wilson County establishing a control system in the state unlike any other in the country.

In 1937, the State ABC Commission consisting of three members appointed by the governor was established to ensure that the laws and regulations governing the sale of alcoholic beverages were enforced. Through continued modernization and streamlining processes, the present Commission is committed to meeting the goals initially established 70 years ago, while meeting the demands of a rapidly growing and changing state.

In the past decade, North Carolina has seen case shipments of spirituous liquor from the State ABC Warehouse increase by 30%. This growth required the installation of a racking system this fiscal year to better manage space and continue to offer a good selection of products for the local ABC boards. Additionally, we have seen rapid growth in wine production with 48 wineries establishing residence in North Carolina. These wineries harvested 3500 tons of grapes last year, which netted 400,000 cases of wine and ranked North Carolina 12th in the country in wine production.

As you will see throughout this publication, the ABC system generated significant revenue for the state of North Carolina in 2005. We envision this growth will continue and the ABC Commission looks forward to the challenges of regulating a contemporary and profitable control system next year. The Commission will continue encouraging responsible alcohol practices within the retail and commercial ABC industry and is confident that it can balance the needs of a changing business climate while protecting the public welfare.

Douglas A. Fox

Chairman

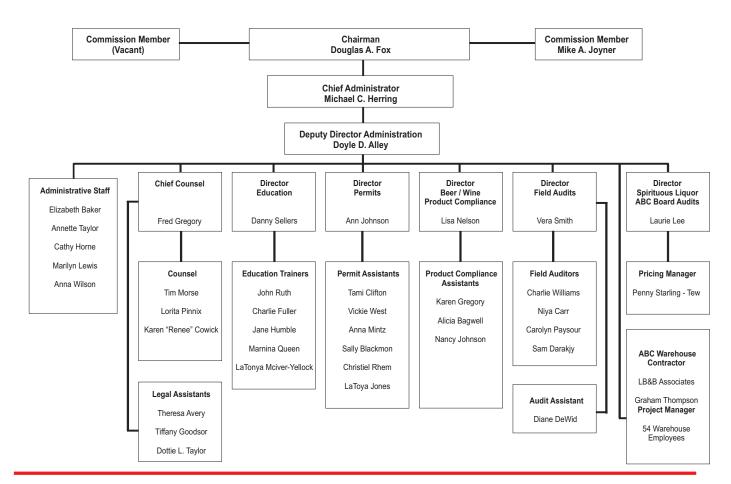
Organizational Structure



North Carolina Alcoholic Beverage Control Commission

In 1935 the North Carolina Legislature authorized the Governor to appoint a commission to study the question of control of alcoholic beverages for the purpose of making recommendations to the 1937 General Assembly. The commission examined two types of control under which spirituous liquor was being sold in other states, one being represented by a State Licensing system and the other by a State Monopoly system. After careful study, the Alcoholic Beverage Control bill was submitted to the General Assembly of 1937, and with a few changes a monopoly system was enacted into law. The Control Act provided for the establishment of a State Board of Control consisting of a Chairman and two associate members who would be appointed by the Governor of the State.

The State Board of Control is today known as the North Carolina Alcoholic Beverage Control Commission. The Control Act provides for a local option plan under which no county or city in the State would be required to sell alcohol unless first approved by the voters. The Commission has the authority to administer the ABC laws, set the prices of alcoholic beverages sold in local ABC stores, determine the brands of alcoholic beverages sold in the state, issue ABC permits, impose sanctions against permittees and adopt rules to carry out the provisions of the ABC laws.



The Control State Systems

It is the mission of the National Alcohol Beverage Control Association (NABCA) to support and benefit alcohol control systems by providing research, fostering relationships, and managing resources to address policy for the responsible sale and consumption of alcoholic beverages.

Established in 1937, NABCA is the national association representing the Control States - those political jurisdictions that directly control the distribution and sale of beverage alcohol within their borders.

Headquartered in the Washington, DC area, NABCA serves its members as an information clearinghouse and as liaison to federal, state and local governments, research and advocacy groups, the alcohol beverage industry, and other organizations impacting alcohol policy.

Management of the Association is vested in its Board of Directors with one director from each of the voting member Control Jurisdictions and a President elected by the Board annually. Day-to-day administration is the responsibility of a full-time Executive Director and staff.

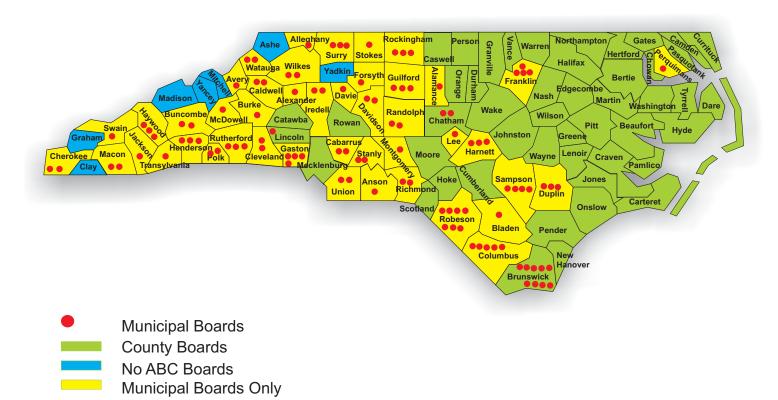
While the Control State systems were founded upon a common principle of market control, the exercise of that control has come to vary from state to state. Some now control only at wholesale; others have retained control at retail exclusively through government-operated stores; and some control the sale of wine, as well as distilled spirits. Sale prices, customer service policies and operating procedures also vary.

Those objectives have evolved over the past seven decades, as public attitudes toward drinking have changed and as the demand for state revenues has increased. In response, the Control State systems have transitioned from their origins as 'dispensaries of last resort' to their role today as efficient, consumer-oriented service agencies.

The Control State systems have focused on achieving the delicate balance of responding to customer concerns; generating revenue for valuable and necessary state programs; improving the overall safety of communities through education, regulation and enforcement; and providing quality service to their customers.



County and Municipal ABC Boards



County and municipal ABC boards in North Carolina are local political subdivisions of the State. They operate as separate entities establishing their own policies and procedures.

Each local ABC board consists of a Chairman and two to four board members appointed by their city, town or county governing authority. They retain authority to set policy and adopt rules in conformity with ABC laws and Commission rules. They have authority to hire and fire local board personnel, including law enforcement. There are presently 154 local ABC boards.

Each local board has the authority and duty to operate at least one profitable ABC store. Additional stores may be operated with the approval of the Commission. A local ABC board may transact business as a corporate body, except as limited by the ABC laws. A local ABC board shall not be considered a public authority under GS 159-7(b)(10).

The system manager is responsible for the day-to-day operations of the store(s) and the adherence to ABC laws, Commission Rules, and guidelines set forth by its local board.

County and Municipal ABC Boards

The Commission along with the North Carolina Association of ABC Boards continued their efforts to stress the importance of modernization, better product selection and better customer service at retail ABC stores in order to counter those who think that government cannot provide a consumer friendly enjoyable shopping experience. The below picture of a modern store in Mecklenburg County offers these services and more.



Alamance Municipal ABC Board

603 W. Harden Street Graham, NC 27253 Phone: 336-226-6882 Fax: 336-226-7093

E-Mail: bscott@netpath.net

Albemarle ABC Board

1930 East Main Street Albemarle, NC 28001 Phone: 704-982-2246 Fax: 704-982-2157

E-Mail: albemarleabc@ctc.net

Andrews ABC Board

1397 Main Street Andrews, NC 28901 Phone: 828-321-5706

E-Mail: abcman@webworkz.com

Angier ABC Board

219 N. Raleigh Street Angier, NC 27501 Phone: 919-639-4881 Fax: 919-639-4881

angierabcbd@dockpoint.net

Asheville ABC Board

1 Cherry Street North Asheville, NC 28801 Phone: 828-251-6192 Fax: 828-251-1638

E-Mail: abcpat@charter.net

Beaufort County ABC Board

750 Carolina Avenue Washington, NC 27889 Phone: 252-946-2551 Fax: 252-946-7658

E-Mail: abcwash@gotricounty.com

Belville ABC Board

44 River Road Belville, NC 28451 Phone: 910-371-3383 Fax: 910-371-3383

E-Mail: abc 132@bellsouth.net

Bermuda Run ABC Board

317 Riverbend Dr Bermuda Run, NC 27006 Phone: 336-998-5247

E-Mail: jcarter@townofbr.com

Bertie County ABC Board

127 US 13-17 South Windsor, NC 27983 Phone: 252-794-4959

Bessemer City ABC Board

208 West Alabama Avenue Bessemer City, NC 28016 Phone: 704-629-2271 E-Mail: bcabc006@quik.com

Black Mountain ABC Board

207 NC Hwy 9 Black Mountain, NC 28711

Phone: 828-669-2385 blackmountainabc@bellsouth.net

Blowing Rock ABC Board

7960 Valley Blvd Blowing Rock, NC 28605 Phone: 828-295-7513 Fax: 828-295-7513:

blowingrockabc@bellsouth.net

Boiling Spring Lakes ABC Board

3130 George II Hwy SE Southport, NC 28461 Phone: 910-845-2606 Fax: 910-845-2606

E-Mail: bslabc@2kHiway.net

Boone ABC Board

2067 Blowing Rock Road Boone, NC 28607 Phone: 828-262-3616 Fax: 828-262-3515

E-Mail: booneabc@bellsouth.net

Brevard ABC Board

350-A N Broad Street Brevard, NC 28712 Phone: 828-883-8128

E-Mail: abcstore@citcom.net

Brunswick ABC Board

1493 Vinson Blvd Brunswick, NC 28424 Phone: 910-642-4670 E-Mail: abc@intrstar.net **Brunswick County ABC Board**

2567 Holden Beach Road SW

Supply, NC 28462 Phone: 910-842-8839 Fax: 910-842-9228 E-Mail: bcabc@atmc.net

Bryson City ABC Board

254 Veteran's Blvd Bryson City, NC 28713 Phone: 828-488-6682 a.brysonabc@verizon.net

Bunn ABC Board

5435 NC Hwy 39 South Bunn, NC 27508 Phone: 919-496-4500

E-Mail: mmaster61@aol.com

Calabash ABC Board

10203 Beach Road Calabash, NC 28467 Phone: 910-579-2556 Fax: 910-575-2376 calabashabc@atmc.net

Camden County ABC Board

395 W. 158 Camden Causeway Camden, NC 27921 Phone: 252-335-1830 Fax: 252-335-1830

E-Mail: camabc@inteliport.com

Canton ABC Board

40 Main Street Canton, NC 28716 Phone: 828-648-7263 Fax: 828-648-8287

E-Mail: cantabc@bellsouth.net



Clemmons ABC Store

Carteret County ABC Board

410 Live Oak Street Beaufort, NC 28516 Phone: 252-728-4269 Fax: 252-728-1365

E-Mail: abcshipp@bizec.rr.com

Caswell County ABC Board

1133 Old Hwy 86 North Yanceyville, NC 27379 Phone: 336-694-4851

E-Mail: caswellabc@person.net

Catawba County ABC Board

1910 Fairgrove Church Road Newton, NC 28658 Phone: 828-464-7192 Fax: 828-464-0699

E-Mail: catawbacoabc@charter.net

Chatham County ABC Board

11455-B Hwy 15-501 Chapel Hill, NC 27517 Phone: 919-942-1142 Fax: 919-942-3886 E-Mail: chatabc@emji.net

Cherryville ABC Board

112A North Cherry Street Cherryville, NC 28021 Phone: 704-435-2559 Fax: 704-435-2559

E-Mail: trfisher@bellsouth.net

Chowan County ABC Board

1328 North Broad Street Edenton, NC 27932 Phone: 252-482-2622 Fax: 252-482-6939 E-Mail: ccabc@mchsi.com

Clinton ABC Board

414 Southeast Blvd Clinton, NC 28328 Phone: 910-592-4355 E-Mail: clntabc@intrstar.net

Columbus ABC Board

250 W. Mils St, Unit 3 Columbus, NC 28722 Phone: 828-894-3188 Fax: 828-894-6308 E-Mail: fb4337@alltel.net

Concord ABC Board

1255 Concord Pkwy N. Concord, NC 28025 Phone: 704-786-5615 Fax: 704-782-3916

E-Mail: concordabc@vnet.net

Cooleemee ABC Board

7768 Hwy 801 South Cooleemee, NC 27014 Phone: 336-284-4106

Craven County ABC Board

3493 Martin Drive New Bern, NC 28562 Phone: 252-638-1318 Fax: 252-514-2389

E-Mail: ccabc@cconnect.net



Durham County Headquarters and Store

Cumberland County ABC Board

1705 Owen Drive Fayetteville, NC 28304 Phone: 910-484-8167 Fax: 910-484-1255

E-Mail: ccabc@earthlink.net

Currituck County ABC Board

6664 Caratoke Hwy Grandy, NC 27939 Phone: 252-453-2828 Fax: 252-453-9791

E-Mail: currituckabc@earthlink.net

Dare County ABC Board

2104 South Croatan Highway Nags Head, NC 27959 Phone: 252-441-5121 Fax: 252-441-2991

E-Mail: darecountyabc@earthlink.net

Dobson ABC Board

816 E. Atkins Street Dobson, NC 27017 Phone: 336-356-4103

E-Mail: dobsonabc@surry.net

Dunn ABC Board

555 Jackson Road Dunn, NC 28335 Phone: 910-892-6608 Fax: 910-892-6936

E-Mail: dunnabc@intrstar.net

Durham County ABC Board

3620 Chapel Hill Blvd Durham, NC 27707 Phone: 919-419-6217 x25 Fax: 919-489-0933

E-Mail: rmills@durhamabc.com

Eden ABC Board

318 N. Pierce Street Eden. NC 27288 Phone: 336-627-8300

E-Mail: edenabc@earthlink.net

Edgecombe County ABC Board

414 West Wilson Street Tarboro, NC 27886 Phone: 252-823-8147 Fax: 252-823-8148

E-Mail: EdgeCoABC@aol.com

Elizabethtown ABC Board

2817 West Broad Street Elizabethtown, NC 28337 Phone: 910-862-2332 Fax: 910-862-6432

Email: etownabc@intrstar.net

Elkin ABC Board

150 Brandwine Circle Elkin, NC 28621 Phone: 336-835-3450 Fax: 336-835-3450

E-Mail: elkinabc@rivercto.net

Fairmont ABC Board

200 N. Walnut Street Fairmont, NC 28340 Phone: 910-628-7747 Fax: 910-628-7747

E-Mail: jcsealey@earthlink.net

Fletcher ABC Board

575 New Airport Road #10 Fletcher, NC 28732 Phone: 828-684-4212 fletcherstore@bellsouth.net



Gastonia ABC Store

Forest City ABC Board

430 Oak Street

Forest City, NC 28043 Phone: 828-247-4454 Fax: 828-248-3777

E-Mail: g_helton@bellsouth.net

Forsyth-Municipal ABC Board

3127 Starlight Drive Winston-Salem, NC 27107 Phone: 336-788-7141 Fax: 336-784-0243

E-Mail: Itomlin@forsythabc.org

Franklin ABC Board

149 Macon Plaza Drive Franklin, NC 28734 Phone: 828-369-9247 Fax: 828-369-8739

E-Mail: franklinabc@verizon.net

Franklinton ABC Board

3378 Franklinton Square, Hwy 1 N. Franklinton, NC 27525

Franklinton, NC 27525 Phone: 919-494-7777

E-Mail: franklintonabc@aol.com

Garland ABC Board

35 North Ingold Ave Garland, NC 28441 Phone: 910-529-5361

E-Mail: garfieldabc@msn.com

Gastonia ABC Board

1840 S. York Road Gastonia, NC 28052 Phone: 704-864-0364 Fax: 704-853-0575

E-Mail: larrybeck@carolina.rr.com

Gates County ABC Board

730 NC Hwy 32

Corapeake, NC 27979 Phone: 252-465-8149 Fax: 252-465-8149 E-Mail: racin@pinn.net

Gibsonville ABC Board

112 Piedmont Avenue Gibsonville, NC 27249-2449 Phone: 336-449-0159

Fax: 336-449-0159

E-Mail: gibsonvilleabc@earthlink.net

Granite Falls ABC Board

Twin Drive, Hwy 321 N Granite Falls, NC 28630 Phone: 828-396-3204 Fax: 828-396-3204 E-Mail: gfabc@w3link.com

Granville County ABC Board

111 New College Street Oxford, NC 27565 Phone: 919-693-6531 Fax: 919-603-5427

E-Mail: gcabc@gloryroad.net

Greene County ABC Board

217 SE Second Street Snow Hill, NC 28580 Phone: 252-747-3160

Greensboro ABC Board

115 N. Cedar Street Greensboro, NC 27401 Phone: 336-274-6304 Fax: 336-273-3708

E-Mail: gsoabc@gsoabc.com

Halifax County ABC Board

411 Hwy 301 South Halifax, NC 27839 Phone: 252-583-3751 Fax: 252-583-2430

E-Mail: hcabc@3rddoor.com

Hamlet ABC Board

921 Hamlet Avenue Hamlet, NC 28345 Phone: 910-582-1504 Fax: 910-582-0588

E-Mail: hamletbd@servusa.com

Hendersonville ABC Board

205 South Church Street Hendersonville, NC 28792 Phone: 828-693-4112 Fax: 828-693-4114

alcoholicbeverag@bellsouth.net

Hertford ABC Board

US Hwy 17 Bypass & Church St. Hertford, NC 27944 Phone: 252-426-5290 Fax: 252-426-7510

townhertfordabc@coastalnet.com

Hertford County ABC Board

US 13S

Ahoskie, NC 27910 Phone: 252-332-4408 E-Mail: abclon@earthlink.net

High Country ABC Board

4004 Hwy. 105, Suite 11 Banner Elk, NC 28604 Phone: 828-892-8282 Fax: 828-898-8291, E-Mail: hicountryabc@skybest.com

Highlands ABC Board

372 Oak Street Highlands, NC 28741 Phone: 828-526-5470 Fax: 828-526-5422

E-Mail: highlandsabc@verizon.net

High Point ABC Board

201 W. Fairfield Road High Point, NC 28604 Phone: 336-434-2146 Fax: 336-434-6463

E-Mail: hpabc@northstate.net

Hoke County ABC Board

384 Laurinburg Road Raeford, NC 28376 Phone: 910-875-2020

E-Mail: hokeabc@earthlink.net

Hyde County ABC Board

20121 US 264

Swan Quarter, NC 27885 Phone: 252-926-6921 Fax: 252-926-6921

Johnson County ABC Board

417 S. Brightleaf Blvd Smithfield, NC 27577 Phone: 919-934-7249 Fax: 919-934-3324 Email: jcabc@earthlink.net

Jones County ABC Board

Hwy 58 North Trenton, NC 28585 Phone: 252-448-3251 Fax: 252-448-1436

jonescoabcbd@always-online.com

Kenansville ABC Board

119 Mallard Street Kenansville, NC 28349 Phone: 910-296-0939

Kings Mountain ABC Board

220 N. Cleveland Avenue Kings Mountain, NC 28086 Phone: 704-739-7449 Fax: 704-730-1578

E-Mail: kingsmtnabc@darrcam.com

Lake Lure ABC Board

2654 Memorial Hwy Lake Lure, NC 28746 Phone: 828-625-2306 Fax: 828-625-0902

E-Mail: storeabc@bellsouth.net

Lake Waccamaw ABC Board

104 East Old Hwy 74/76 Lake Waccamaw, NC 28450 Phone: 910-646-3830 E-Mail: cemoore@ncez.net

Laurel Park ABC Board

1709 Brevard Hwy Hendersonville, NC 28791 Phone: 828-692-5325 E-Mail: lpabc@hotmail.com



Lenoir ABC Store

Lenoir City ABC Board

115 ABC Court Lenoir, NC 28645

Phone: 828-754-6820/8387

Fax: 828-754-6820

abcstore25@charterinternet.com

Lenoir County ABC Board

110 S. Heritage Street Kinston, NC 28501 Phone: 252-523-0775 Fax: 252-523-3472

Lexington ABC Board

419 N. Main Street Lexington, NC 27292 Phone: 336-249-2528 Fax: 336-249-6131

E-Mail: lexabc@lexcominc.net

Liberty ABC Board

423 West Swannanoa Avenue Liberty, NC 27298 Phone: 336-622-3311 Fax: 336-622-3269

E-Mail: libertyabc@rtelco.net

Lillington ABC Board

5 E. Duncan Street Lillington, NC 27546 Phone: 910-893-4127 E-Mail: lillabc@earthlink.net

Lincoln County ABC Board

7531 Waterside Crossing Blvd Denver, NC 28037 Phone: 704-820-0665 Fax: 704-820-0677

E-Mail: abcl@bellsouth.net

Lincolnton ABC Board

1230 E. Main Street Lincolnton, NC 28092 Phone: 704-735-4466 Fax: 704-735-4466 lincointonabc@bellsouth.net

Louisburg ABC Board

605 N. Bickett Blvd Louisburg, NC 27549 Phone: 919--496-3631 Fax: 919-496-0395 E-Mail: lsbgabc@ncol.net

Lumberton ABC Board

150 Wintergreen Drive Lumberton, NC 28358 Phone: 910-618-9022 Fax: 910-618-9841

lumbertonabc@bellsouth.net

Madison ABC Board

216 W. Academy Street Madison, NC 27025 Phone: 336-427-0440 Fax: 336-427-2494

E-Mail: abcstore@earthlink.net

Maggie Valley ABC Board

3931 Soco Road Maggie Valley, NC 28751 Phone: 828-926-3481 Fax: 828-926-3329

E-Mail: mvabc@charter.net

Marion ABC Board

484 E. Court Street Marion, NC 28752 Phone: 828-652-8770 Fax: 828-652-8770

E-Mail: abcmario@earthlink.net

Martin County ABC Board

301 West Blvd Williamston, NC 27892 Phone: 252-792-1992 Fax: 252-792-1992

E-Mail: mcabcb@chilitech.com

Maxton ABC Board

703 West Martin Luther King Jr Dr

Maxton, NC 28364 Phone: 910-844-3517

E-Mail: maxtonabc@servusa.com

Mecklenburg County ABC Board

3333 North Tryon Street Charlotte, NC 28206 Phone: 704-731-5900 Fax: 704-333-6313

E-Mail: comments@meckabc.com

Monroe ABC Board

1771 Dickerson Blvd Monroe, NC 28110 Phone: 704-283-1033 Fax: 704-291-7682

acityofmonroe@carolina.rr.com

Montgomery Municipal ABC Board

509 East Main Street Biscoe, NC 27209 Phone: 910-428-2231

E-Mail: mcabc82@hotmail.com

Moore County ABC Board

273 N. E. Broad Street Southern Pines, NC 28387 Phone: 910-692-8578 Fax: 910-692-8242 E-Mail: mcabc@utinet.net

Mooresville ABC Board

487 East Plaza Drive Mooresville, NC 28115 Phone: 704-663-6152 Fax: 704-663-1173

E-Mail: mooreabc@earthlink.net

Morganton ABC Board

228 W. Fleming Drive Morganton, NC 28655 Phone: 828-437-8919 Fax: 828-438-4088

morgantonabc@bellsouth.net

Mount Airy ABC Board

226 Starlite Road Mount Airy, NC 27030 Phone: 336-789-9786 Fax: 336-789-1971 maabcboard@earthlink.net

Mount Holly ABC Board

2100-B Spring Street Mount Holly, NC 28120 Phone: 704-827-3733 Fax: 704-827-3715

E-Mail: carltonbroome@aol.com

Mount Pleasant ABC Board

8840 E. Franklin Street Mount Pleasant, NC 28124 Phone: 704-436-9711 E-Mail: mpabc@cvnc.net

Murphy ABC Board

818 W. US 64 Murphy, NC 28906 Phone: 828-837-5514 Fax: 828-837-0035

E-Mail: murphyabc@verizon.net



Wrightsville Beach ABC Store

Nash County ABC Board

1206 Eastern Avenue Nashville, NC 27856 Phone: 252-459-2318 Fax: 252-459-6376

nashabcmurray@earthlink.net

New Hanover County ABC Board

523 South 17th Street Wilmington, NC 28401 Phone: 910-762-7611 Fax: 910-343-0491

E-Mail: nhabc@bellsouth.net

Newton Grove ABC Board

203 Raleigh Street Newton Grove, NC 28366 Phone: 910-594-0483

North Wilkesboro ABC Board

241 Wilkesboro Ave N. Wilkesboro, NC 28659 Phone: 336-838-4713 Fax: 336-838-8391

E-Mail: nwabcstore@charter.net

Northhampton County ABC Board

205 E. Jefferson Street Jackson, NC 27845 Phone: 252-534-2011 Fax: 252-534-2011

Norwood ABC Board

317 N. Main Street Norwood, NC 28128 Phone: 704-474-4120

Oak Island ABC Board

5402 E. Oak Island Drive Oak Island, NC 28465 Phone: 910-278-5551 Fax: 910-278-6666 (call first) E-Mail: oiabc@nuvox.net

Ocean Isle ABC Board

59 Causeway Drive Ocean Isle, NC 28469 Phone: 910-579-6374 Fax: 910-579-6374 E-Mail: oibabc@atmc.net

Onslow County ABC Board

409 Center Street Jacksonville, NC 28546 Phone: 910-577-7186 Fax: 910-577-5296

E-Mail: onslow@bizec.rr.com

Orange County ABC Board

122 Hwy 70 E.

Hillsborough, NC 27278 Phone: 919-732-3432 Fax: 919-732-5829

E-Mail: ocabc@mindspring.com

Pamilco County ABC Board

13932 NC Hwy 55 Alliance, NC 28509 Phone: 252-745-3561 Fax: 252-745-3575

E-Mail: pamlicoabc@pamlico.net

Pasquotank County ABC Board

860 Halstead Blvd Elizabeth City, NC 27909 Phone: 252-335-5501 Fax: 252-335-4624

E-mail: pasqabc@adelphia.net

Pembroke ABC Board

120 N. Vance Street Pembroke, NC 28372 Phone: 910-521-9487

E-Mail: b pemb@bellsouth.net

Pender County ABC Board

207 Hwy 117 Bypass Burgaw, NC 28425 Phone: 910-259-2672 Fax: 910-259-2673

E-Mail: penderabc@intrstar.net

Person County ABC Board

712 N. Madison Blvd Roxboro, NC 27573 Phone: 336-599-8294 Fax: 336-599-8326

E-Mail: dalen13@earthlink.net

Pitt County ABC Board

2307 S. Memorial Drive Greenville, NC 27834 Phone: 252-756-2350 Fax: 252-756-4844

E-Mail: pittabc@earthlink.net

Pittsboro ABC Board

70 Sanford Hwy Pittsboro, NC 27312 Phone: 919-545-0861 Fax: 919-545-0861 townpittsboroabc@aol.com

Randleman ABC Board

620 Academy Street Randleman, NC 27317 Phone: 336-498-2253 Fax: 336-498-3082

E-Mail: randabc@northstate.net

Red Springs ABC Board

904 East 4th Avenue Red Springs, NC 28377 Phone: 910-843-5955

E-Mail: redspringsabc@aol.com

Reidsville ABC Board

102 Durwood Court Reidsville, NC 27320 Phone: 336-349-6000 Fax: 336-349-4266

E-Mail: abcstore@bellsouth.net

Rockingham ABC Board

642 East Broad Avenue Rockingham, NC 28380 Phone: 910-895-9687

E-Mail: rockabc@etinternet.net

Roseboro ABC Board

501 East Street Roseboro, NC 28382 Phone: 910-525-5622 E-Mail: roseabc@intrstar.net

Rowan County ABC Board

510 N. Lee Street Salisbury, NC 28144 Phone: 704-633-1641 Fax: 704-633-1666

rowanabcto@carolina.rr.com

Rowland ABC Board

308 N. Bond Rowland, NC 28383 Phone: 910-422-3400

Rutherfordton ABC Board

441 S. Main Street Rutherfordton, NC 28139 Phone: 828-287-2701

E-Mail: ruftonabc@bellsouth.net

Saint Pauls ABC Board

948 W. Broad Street Saint Pauls, NC 28384 Phone: 910-865-5734 Fax: 910-865-5675

E-Mail: sugabc1@aol.com

Sanford ABC Board

2116 S. Horner Blvd Sanford, NC 27330 Phone: 919-776-2520 Fax: 919-718-1440

E-Mail: sanabc@wispernet.net

Scotland County ABC Board

224 Lauchwood Circle Laurinburg, NC 28353 Phone: 910-276-7948 E-Mail: scabc@servusa.com

Shallotte ABC Board

4715 Main & Wall Street Shallotte, NC 28459 Phone: 910-754-4474

E-Mail: shallotteabc@atmc.net

Shelby ABC Board

824 W. Warren Street Shelby, NC 28151 Phone: 704-482-7921 Fax: 704-482-8915

E-Mail: shelbyabc@hotmail.com

Siler City ABC Board

1404 E. Eleventh Street Siler City, NC 27344 Phone: 919-663-2619 Fax: 919-663-1295

E-Mail: silercityabc@earthlink.net

Southport ABC Board

714 N. Howe Street Southport, NC 28461 Phone: 910-457-6924 Fax: 910-454-8511

southportabc@bellsouth.net

Sparta ABC Board

48 N. Main Street Sparta, NC 28675 Phone: 336-372-4696 Fax: 336-372-4696

E-Mail: abcsparta@skybest.com

Statesville ABC Board

311 S. Center Street Statesville, NC 28687 Phone: 704-873-5078 Fax: 704-873-0870

E-Mail: abc120@statesville.net

Sunset Beach ABC Board

303 Sunset Blvd Sunset Beach, NC 28468 Phone: 910-579-6872 Fax: 910-579-6872

E-Mail: sunsetbchabc@atmc.net

Sylva ABC Board

30 East Sylva Shopping Center Sylva, NC 28779-0496 Phone: 828-586-6280 Fax: 828-631-9325

E-Mail: sylvaabc@smnet.net



Reidsville ABC Store



Wilson County ABC Board Complex and Store

Tabor City ABC Board

103 N. 701 Bypass Tabor City, NC 28463 Phone: 910-653-2624

Taylorsville ABC Board

42 NC Hwy 16 South Taylorsville, NC 28681 Phone: 828-632-4628 E-Mail: tabc@velocenet.net

Thomasville ABC Board

1414 National Highway Thomasville, NC 27360 Phone: 336-882-5788 Fax: 336-882-5592

E-Mail: tvilleabc@northstate.net

Tryon ABC Board

231 N. Trade Street Suite B Tryon, NC 28782 Phone: 828-859-9447 Fax: 828-859-6653

E-Mail: nyyankeegirl@hotmail.com

Tyrrell County ABC Board

412 Scuppernong Drive Columbia, NC 27925 Phone: 252-796-1371 Fax: 252-796-1188

E-Mail: kathy8004@yahoo.com

Vance County ABC Board

111 S. Williams Street Henderson, NC 27536 Phone: 252-438-4623 vancecountyabc@earthlink.net

Wadesboro ABC Board

326 E. Caswell Street (Hwy 74) Wadesboro, NC 28170 Phone: 704-694-3958 wadesboroabc@peedeeworld.net

Wake County ABC Board

1212 Wicker Drive Raleigh, NC 27604 Phone: 919-832-2726 Fax: 919-829-1767

E-Mail: cpleasants@wakeabc.com

Wallace ABC Board

301 N. Norwood Street Wallace, NC 28466 Phone: 910-285-3335 Fax: 910-285-3335

E-Mail: wallaceabc@earthlink.net

Walnut Cove ABC Board

521 N. Main Street Walnut Cove, NC 27052 Phone: 336-591-7447 Fax: 336-591-5159

E-Mail: salemchapel@msn.com

Warren County ABC Board

305 B East Macon Street Warrenton, NC 27589 Phone: 252-456-3141 E-Mail: lcs@inet4u.com

Warsaw ABC Board

114 S. Pine Street Warsaw, NC 28398 Phone: 910-293-4656 Fax: 910-293-4656

Washington County ABC Board

696 US Hwy 64 E Plymouth, NC 27962 Phone: 252-793-2217

E-Mail: wcabcbd@earthlink.net

Waxhaw ABC Board

Hwy 16, Old Hickory Shopping Center

Waxhaw, NC 28173 Phone: 704-843-4330

E-Mail: waxhawabcboard@aol.com

Wayne County ABC Board

909 Landmark Drive Goldsboro, NC 27534 Phone: 919-778-7731 Fax: 919-778-5528 abcwayne@bellsouth.net

Waynesville ABC Board

373 Walnut Street Waynesville, NC 28786 Phone: 828-452-4444 Fax: 828-452-4222

E-Mail: wayabc@asap-com.com

West Columbus ABC Board

505 Joe Brown Hwy North Chadbourn, NC 28431 Phone: 910-654-4621 E-Mail: wcabc@carolina.net

Whiteville ABC Board

122 S. Powell Blvd Whiteville, NC 28472 Phone: 910-642-7241 Fax: 910-642-8211

E-Mail: wabcstore@earthlink.net

Wilkesboro ABC Board

798 Curtis Bridge Road Wilkesboro, NC 28697 Phone: 336-667-7501 Fax: 336-667-2536

E-Mail: wilkesabc@charter.net

Wilson County ABC Board

2612 Forest Hills Road SW Wilson, NC 27893 Phone: 252-243-2456 Fax: 252-243-1772 wilsoncoabc@earthlink.net

Youngsville ABC Board

101 N. College Street Youngsville, NC 27596 Phone: 919-556-3590 Fax: 919-556-1914 youngsabc@earthlink.net

ABC Board Financial Highlights



Michael C. Herring Administrator

"The local ABC Boards in North Carolina completed another record year of spirituous liquor sales in 2005 which netted the state over \$147 million in Tax revenues and netted local governments over \$48 million in profit distributions."

Spirituous Liquor Revenues

During the Legislative Session of 1935, it became apparent that many sections of the State were dissatisfied with North Carolina's existing prohibition law. Before the session was over, legislation had been passed permitting 17 of the 100 counties in the state to break away from the prohibition system and set up control ABC stores for the legalized sale of whiskey within their counties if passed by local referendums.

The first ABC store to open after prohibition was in Wilson County on July 2, 1935. In the same year, stores opened in Beaufort, Craven, Edgecombe, Greene, Halifax, Lenior, Martin, Nash, New Hanover, Onslow, Pasquotank, Pitt, Vance and Warren counties. Today, there are approximately 396 stores throughout the state.

From the time Prohibition was repealed in 1935 to present, the legal sale of spirituous liquor has provided the State of North Carolina General Fund with over \$2.6 billion in taxes.

It has also provided over \$1 billion in profits to local City and County general funds, \$207 million for alcohol education and rehabilitation, and \$142 million to local law enforcement agencies.

Top 10 Most Profitable ABC Boards

Wake County	17.01%
New Hanover County	16.38%
Dare County	15.65%
Southport	14.39%
Morganton	13.89%
Randleman	13.37%
Mecklenburg County	13.06%
Blowing Rock	12.78%
High County	12.33%
Elizabethtown	12.10%

(June 30, 2005)

Revenues from Spirituous Liquor - North Carolina ABC Boards July 1, 2004 - June 30, 2005

	6/30/05	6/30/04	Increase -Decrease	Percent Change
Liquor Sales - Regular	441,677,030	419,755,491	21,921,539	5.22%
Mixed Beverage Sales	113,106,697	100,651,062	12,455,635	12.38%
Total Sales	554,783,727	520,406,553	34,377,174	6.61%
State Excise Tax	102,220,684	95,825,879	6,394,805	6.67%
Liquor Sales Tax	26,500,622	25,176,924	1,323,698	5.26%
Mixed Beverage Tax - Revenue	11,221,248	10,259,079	962,169	9.38%
Mixed Beverage Tax - DHR	1,122,247	1,025,446	96,801	9.44%
Rehabilitation Tax	2,098,248	2,007,353	90,895	4.53%
Cost of Goods Sold	297,869,661	279,952,448	17,917,213	6.40%
Operating Expenses	85,324,905	80,824,716	4,500,189	5.57%
Interest Income	912,832	438,114	474,718	108.35%
Other Income	829,753	701,567	128,186	18.27%
Profit Before Distribution	56,965,724	51,751,478	5,214,246	10.08%
Profit Percent To Sales	10.21%	9.90%		0.31%
Law Enforcement	5,822,397	5,714,838	107,559	1.88%
Alcohol Education	7,187,266	6,338,968	848,298	13.38%
Net Profit	43,956,061	39,697,672	4,258,389	10.73%
County - City Distributions	33,278,803	33,508,117	-229,314	-0.68%
Mixed Beverage Tax Retained	10,100,581	9,233,481	867,100	9.39%
Surcharge Collected	3,027,459	2,945,736	81,723	2.77%
Bailment Collected	3,515,763	3,349,112	166,651	4.98%
Bottles Sold:				
Regular Regular Mixed Beverage Mixed Beverage Total Total Miniatures Miniatures Number Of Stores Number Of Stores	33,976,111 33,976,111 5,890,269 5,890,269 39,866,380 39,866,380 10,367,333 10,367,333 393	32,542,187 32,542,187 5,411,476 5,411,476 37,953,663 37,953,663 10,956,061 10,956,061 390 390	1,433,924 1,433,924 478,793 478,793 1,912,717 1,912,717 -588,728 -588,728 3	4.41% 4.41% 8.85% 5.04% -5.37% -5.37%

ABC Warehouse Operations



North Carolina has a state-owned centrally located warehouse in Raleigh, dedicated and named after Marvin L. Speight, Jr. Speight was Chairman of the North Carolina Alcoholic Beverage Control Commission from 1977 to 1985 and again from 1993 to 1996. He was instrumental in securing support and financing in the early 1980's for the construction of the present ABC Complex.

The administrative oversight of the State Warehouse is the responsibility of the ABC Commission, which contracts with a privately owned services company, currently, LB&B Associates, for the receipt, storage and distribution of spirituous liquor throughout the entire state.

The Warehouse operates under a bailment system, in which the ownership of the product remains with the distillery until it is delivered to the local ABC Boards. The State of North Carolina has no public monies invested in spirituous liquor. The local ABC Boards pay the contractor's fees for the spirituous liquor indirectly. The fee, called "bailment charge"," (currently 90 cents per case) is part of the mark-up formula of spirituous liquor and pays for the warehousing and delivery of the liquor to the local boards.

Inventory in the 200,000 square foot warehouse varies throughout the year. On average 350,000 cases are maintained at any given time. The corresponding value will vary from \$25 million to \$35 million.

There are currently 65 Distillers and nine (9) Distiller Brokerages representing 857 different brands with 1,612 actual product items available to be ordered.

In addition to distributing liquor to the local ABC stores, the warehouse contractor also ships product to several military bases in our state. In the 2004 calendar year, 3,806,924 cases were shipped and for 2005 the projected shipments will exceed four (4) million cases.

The top five (5) spirits shipped this year were Aristocrat Supreme Vodka, Seagram Extra Dry Gin, Smirnoff Vodka, Seagram Crown Royal Canadian, and Burnett's Vodka, accounting for 571,517 cases sold this year.

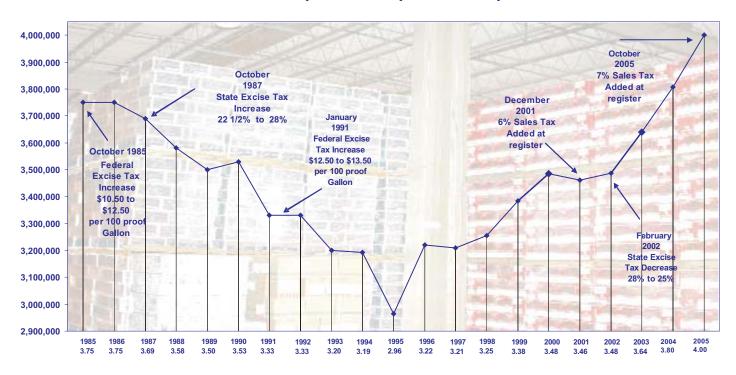
ABC Warehouse Operations

Racking System, installed 2005





North Carolina ABC Warehouse Case Shipments -- Spirituous Liquor



Permit Division

The Commission's Permit Division issues all retail ABC permits to qualified persons and establishments in jurisdictions that have held ABC elections and approved the sale of alcoholic beverages.

Factors the Commission considers in determining whether the applicant and the business location are suitable are: reputation, character and criminal record of the applicant, the number of places already holding ABC permits within the neighborhood, parking, traffic conditions and kinds of businesses already in the neighborhood, distance the establishment is located from a church or school, zoning laws, and recommendations of the local governing body.



The Division also processes applications for nonprofit organizations holding fund-raisers and for Limited Special Occasions like birthday parties, wedding receptions, etc.

The holder of an ABC permit must ensure that employees and patrons adhere to the Commission's rules governing the sale, possession, storage and consumption of alcoholic beverages on the licensed premises. Failure to comply with the statutes or the rules of the Commission by permittees, employees and patrons may result in the suspension or revocation of all ABC permits held by a permittee.

There are 35 different retail permits and 27 commercial permits. The most expensive retail permit is the Mixed Beverage permit (\$1000). The least expensive retail permits are the Special One-Time (\$50) permit and Limited Special Occasion (\$50) permit. Commercial permits range in cost from \$500 for a Liquor Importer/Bottler to \$50 for a Vendor Representative. All permit fees collected are deposited in the state's General Fund.

There are approximately 39,600 outstanding retail permits in North Carolina authorizing the sale of alcoholic beverages in approximately 15,200 retail establishments.

RENEWAL - Brown-bagging, Special Occasion, and Mixed Beverage permits expire on April 30 of each year unless renewed by paying the appropriate renewal fees.

REGISTRATION - Beer and wine permittees must pay an annual \$200 registration fee per beer and/or wine permit. The fee must be paid by May 1 of each year.

The Commission has undertaken a project to improve services with an outline credit card payment system. This service initially will be available for duplicate permit requests beginning December 2005. Phase two, online payment for renewals and registration, has a projected implementation date of Spring 2006.

Visit our website at www.ncabc.com/permits.

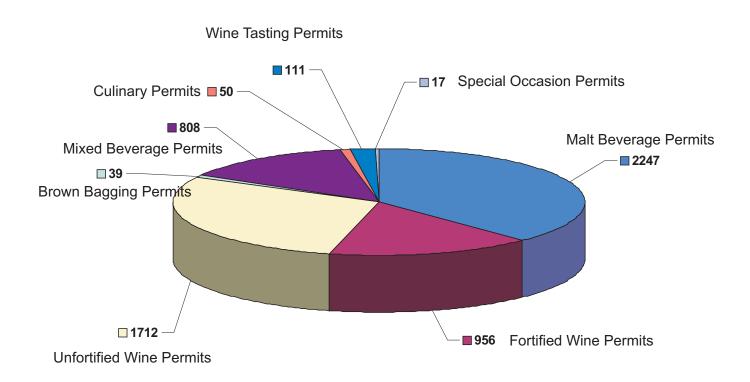
July 01, 2004 - June 30,2005

Permit Fees Collected

App	lication	Fees

Duplication Services Fingerprint Fee Publications and Forms Shipping	\$1,104.00 \$130,606.00 \$3,193.24 \$263.00
Duplication Services Fingerprint Fee	\$130,606.00
Duplication Services	
·	\$1,104.00
Chemical Analysis	
Chemical Analysis	\$58,180.00
Miscellaneous Fees	
TOTAL: Application Fees	\$13,071,321.00
Nonresident Vendor	\$28,700.00
Mixed Beverage	\$3,702,500.00
Limited Special Permits	\$165,050.00
Fuel Alcohol	\$200.00
Duplicate Permits and Manager Changes	\$10,400.00
Culinary	\$9,200.00
	\$148,550.00
Brownbagging	

Retail Permit Activity



Total Retail Permits Issued



Legal Division

The Legal Division is responsible for establishing, maintaining, interpreting and enforcing ABC laws and administrative rules for a uniform and consistent regulatory system of the manufacture, transportation, sale, purchase, possession and consumption of alcoholic beverages in North Carolina. The division also researches and analyzes legal trends, both locally and nationally, and informs Commission members and government representatives on emerging issues.



The attorneys on staff handle inquiries on a broad range of legal topics. These can include review of advertising and promotional materials, exemptions from regulatory requirements, application of labor law to ABC permit holders, analyzing the impact of corporate structural change on the status of ABC permits and explanation of ABC laws and regulations. The requests come from a variety of sources including manufacturers, wholesalers, local ABC board members, ABC Commission staff, law enforcement, government officials and ABC permit-holders.

The Legal Division also processes and prosecutes violations of ABC laws. Upon receipt of violation reports

from law enforcement agencies, the staff will send the permittee a "Notice of Alleged Violation" and a "Proposed Stipulation and Offer in Compromise." If the permit holder accepts the offer to settle the case, the matter is placed on the agenda for ratification by the Commission at one of its monthly meetings. When the case cannot be settled, a staff attorney files a Petition with the Office of Administrative Hearings and represents the ABC Commission at trial. Any monetary penalties collected from the settlement of the administrative cases are distributed to the local school systems.

The ABC Commission's monthly agenda and meeting summaries can be viewed at www.ncabc.com/legal.

Violation Cases Before the Commission July 01, 2004 - June 30, 2005

1032 Total Cases



\$1,184,500.00

Total Fines Collected for Local School System

ABC Board Audits and Pricing Division

In North Carolina, all spirituous liquor sold in ABC stores is uniform in price throughout the state as mandated by the North Carolina General Statute 18B-804 (Alcohol Beverage Pricing).

The price of spirituous liquor consists of an 82% markup. A 7% state sales tax is added to the retail price at the cash register. Spirituous liquor sold to mixed beverage permittees for resale includes an additional tax of \$20 per four liters.

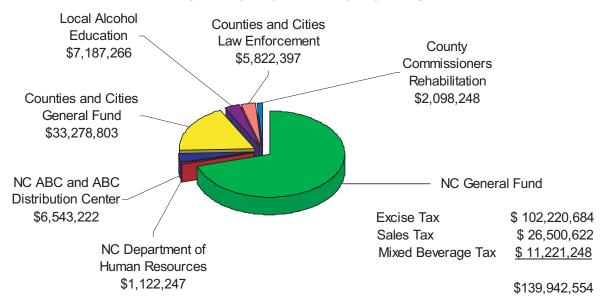
The Commission issues a North Carolina Liquor Quarterly price list that is effective on the first day of February, May, August and November. The list includes on average 1,600 items. Price changes are made by distiller/suppliers quarterly.

The North Carolina ABC Commission was the first of 18 Control States to develop an Internet pricing system through which distillers/suppliers can update their pricing online. This paperless pricing system was implemented in May 1999.

New brands of liquor are considered and approved each February for listing in the May price book. Likewise, items that are not selling well and delivering minimal profits are removed from the list at this time. The Commission also reserves the right to list or delist items each quarter. Special holiday packages with glass sets or other novelty items are approved in June each year and are available for sale in the November price book quarter.

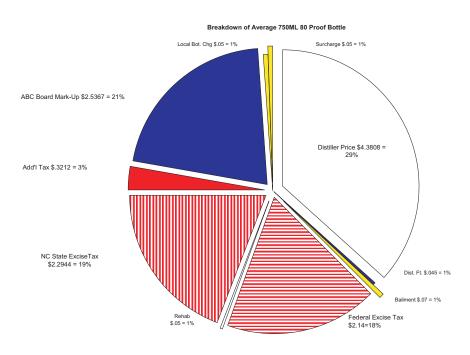
Spirituous liquor products that are not on the approved state price list can be special ordered in full case allotments. On average, the Commission receives 4 orders and 3-4 inquires for new items each day. To view the list of current items and prices in our Special Orders database, go to the Special Orders Price List on our website at www.ncabc.com/pricing/special_items.aspx.

FY 05 REVENUE DISTRIBUTION FROM SPIRITUOUS LIQUOR NORTH CAROLINA ABC BOARDS



Spirituous Liquor Pricing in North Carolina

EXAMPLE:	LEVY:
\$ 52.57	Distiller's Price
25.68	Federal Excise Tax (750ml 80 proof)
+.54	Distiller's Freight
\$ 78.79	D 11 () () () () () () ()
+.90	Bailment Charge State Warehouse Fee
\$ 79.69	Subtotal Case Cost
<u>+ 30.441580</u> \$ 110.131580	Local ABC Board Markup (38.2%) Local Profit Markup
Ψ	State Evoice Toy (25%)
27.532895	State Excise Tax (25%)
+3.854605 \$ 141.519080	Additional Markup (3.5%) Local Profit Markup
*	Case Cost to Six Decimals
+.80 \$ 142.32	Bailment Surcharge ABC Commission Fee
क १४८.३८ div 12	Divide Above Number by the Number of Bettles in a Cose
\$ 11.86	Divide Above Number by the Number of Bottles in a Case
.05	Add Bottle Charge Local Rehabilitation Charge
+.05	Additional Bottle Charge Local Profit Markup
\$ 11.96	Round the result to an integer evenly divisible by Five Cents (.05)
Ψ 11.90	Tourid the result to an integer evenly divisible by 1 ive denits (.03)
\$ 11.95	Retail before tax
+.84	SALES TAX (7%) (Effective October 2005)
\$ 12.79	Retail Selling Price Per Bottle
¥ 1=11 €	reading coming the confidence of the confidence
3.75	Mixed Beverage Tax (\$3.75 for 75L) State/Local Tax
\$ 15.70	Selling Price to Mixed Beverage Permittees
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Product Compliance Division

The Product Compliance Division is the first point of contact for an establishment or individual engaged in the manufacture, importation, distribution, bottling, transportation or representation of alcoholic beverages. There are 21 types of commercial permits outlined in the Alcoholic Beverage Control Laws and Rules of North Carolina publication. The Division manages approximately 2,700 commercial permits of authorization.

The Division's functions include commercial permits, malt beverage and wine label/product approvals and classifications, supplier/wholesaler territorial assignments, and direct shipments to consumers from in and out-of-state wineries. The Division is tasked with knowing the full range of ABC laws relating to permitting, product labeling, distribution and importation to advise both in and out-of-state business owners, wineries, breweries, micro-breweries, wine/malt beverage wholesalers and importers, as well as non-alcoholic beverage manufactures.

Presently, there are 15,256 wine brands and 1,677 malt beverage brands consisting of 39,823 approved products.

During the fiscal year ending June 30, 2005 there were 5,154 new wines and 175 new malt beverages approved for sale.

In North Carolina there are approximately 57 wineries, 32 breweries, 78 wine and malt beverage importers and 217 distributors. There are 1,296 out-of-state vendors - wineries, breweries, importers and wine wholesalers. The number of North Carolina wineries has doubled in the last few years.

North Carolina gained 14 new wineries, 4 new breweries, 19 beer and wine importers, 208 Nonresident Vendors and 94 Wine Shippers in the last fiscal year.

To find out more about Commercial permits or product approval, visit our website at www. ncabc.com/product/approval.aspx.

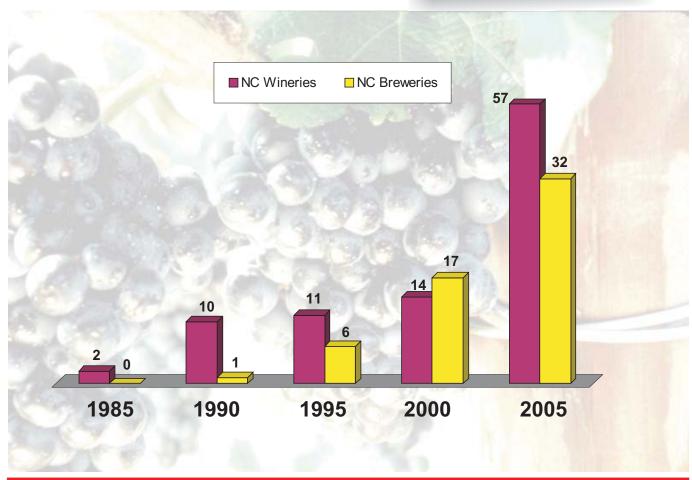
To learn more about North Carolina's grape industry visit the North Carolina Grape Council website at www.ncwine.org.



Product Compliance Division

North Carolina Wineries and Breweries





Education and Training Division

Although a legal product, alcohol in the hands of underage persons often ends in tragic consequences. Alcohol continues to be the drug of choice for teenagers in the United States. A recent national survey conducted by the Century Council (2004) indicates 65% of young people surveyed obtained alcohol from older adults rather than businesses.

More than half of the ABC violations received by the North Carolina Alcoholic Beverage Control Commission are for sales to underage persons. A small number of businesses account for the majority of this type of violation. North Carolina currently has approximately 17,000 ABC permitted establishments selling alcoholic beverages. In addition, there are 154 local ABC Boards who sell spirituous liquor in 393 ABC stores throughout the state.

The Education and Training Division was established in 2000 with several goals in mind. A the top of the list was the goal of promoting zero tolerance for underage possession and consumption of alcohol. Other goals included: Educating adults on the negative consequences of excessive and irresponsible consumption of alcoholic beverages; discouraging adults from providing alcohol to underage persons and promoting responsible sales and service of alcoholic beverages by permittees to adults.



Education and Training Director Danny Sellers conducting a RASP class for Bartenders and other employees working at this years

US Open in Pinehurst



ABC Commission Chairman Douglas A. Fox participating in Alcohol Awareness Campaign

FY2005 has been a very busy year for the Division. Several new initiatives have been launched including, "Teach Your Parents Well" program, designed to assist parents in understanding the dangers and legal consequences of providing alcohol to children.

Prior to the start of this year's busy tourism season, the Division partnered with the Carteret County ABC Board and New Hanover County ABC Board in hosting two Responsible Alcohol Seller Program (RASP) workshops in each of their counties. Over 300 people combined attended the workshops.

The Education and Training Division also partnered with the North Carolina Alcohol Law, Enforcement (ALE) Division prior to this years US Open held in Pinehurst, to provide responsible alcohol seller/server training. Every bartender working the event was trained during the two day workshop.

The ABC Commission joined the Century Council in it's National 65% Alcohol Awareness Campaign aimed at informing parents and the public about the dangers of providing alcohol to underage persons.

The Education and Training Division has trained over 6000 employees since July of 2004. Prevention through Education is the cornerstone of the Division's overall mission.

Notes



Douglas A. Fox, Chairman Mike A. Joyner, Commissioner Michael C. Herring, Administrator

3322 Garner Road
Raleigh, NC 27610
For more information visit www.ncabc.com
919-779-0700 Fax 919-662-3583
Email: contactus@ncabc.com

Prevention through Education